GOVERNMENT OF INDIA
CIVIL AVIATION
LOK SABHA

UNSTARRED QUESTION NO:4597
ANSWERED ON:22.04.2002
GSAS IN FOREIGN COUNTRIES
ALE NARENDRA

Will the Minister of CIVIL AVIATION be pleased to state:

(a) the criteria adopted by Air India for appointing General Sales Agents (GSAs) in foreign countries;

(b) the details of the GSAs appointed during the last three years; and

(c) the number of GSAs black listed for violation of norms laid down by the Government during the last three years?

Answer

THE MINISTER OF CIVIL AVIATION (SHRI SYED SHAHNAWAZ HUSSAIN)

(a) The main selection criteria adopted by Air India for appointing General Sales Agents (GSAs) are
(i) Availability of professionally qualified staff;
(ii) Suitable office location;
(iii) Potential to increase Air India`s sales;
(iv) Preparedness to provide facilites to Air India, such as proper office accommodation, sharing of communication costs, etc.
(v) Availability of adequate Bank guarantee;
(vi) In addition, if the previous GSA has filed Law Suit against AirIndia, the selection criteria also includes applicant`s confirmation that they would bear all the legal costs as well as pay on behalf of Air India damages, if required to be paid to the previous GSA in the event the Courts so ruled.

(b) In the year 2000, M/s. United Travels LLC was appointed as Air India`s GSA in the territory of Oman.

(c) Nil.